NORTHROP GRUMMAN
Integrated Systems

Northrop Grumman Overview

Acquisitions Basics Conference

June 3, 2004

DEFINING THE FUTURE

Copyright 2004 Northrop Grumman Corporation

Northrop Grumman Today

- **123,000 People, 50 States, 25 Countries**
- **Largest Manufacturing Employer in Louisiana, Mississippi, Virginia, Maryland**
- **One of Top Three Defense Contractors**
- **Leading Systems Integrator**
- **Largest Military Shipbuilder**
- **Largest Provider of Airborne Radar and Electronic Warfare Systems**
- **One of Two Top IT Providers to the U.S. Government**
- **One of Three Major Contractors in Military and Civil Space, Missile Defense**

Approx. $28 Billion in 2004E Sales

Copyright 2004 Northrop Grumman Corporation

Air Combat Systems / Unmanned Systems

Development Centers

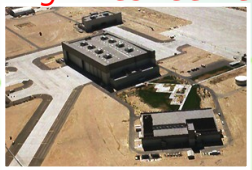
El Segundo, CA
- Advanced Systems
- Tactical Air
- Airframe Design
- Stealth
- Weapons Integration

Rancho Bernardo, CA
- Unmanned Systems
- Mission Mgmt. & Control
- Advanced VMS
- Targets

Test Range

Tejon Site, CA
- Outdoor Radar, Radome and Antenna Testing

Flight Test Center



Edwards AFB
Antelope Valley, CA
- Flight Test
  - B-2
  - Global Hawk

Logistics Support

Tinker AFB
Oklahoma City, OK
- Software
- TSSP
- Tech Orders

Production Centers

El Segundo, CA
- F/A-18
- F-5 / T-38
- Composites

Palmdale, CA
- Prototypes
- AVMC
  - B-2
  - F-35
  - Global Hawk
  - Targets

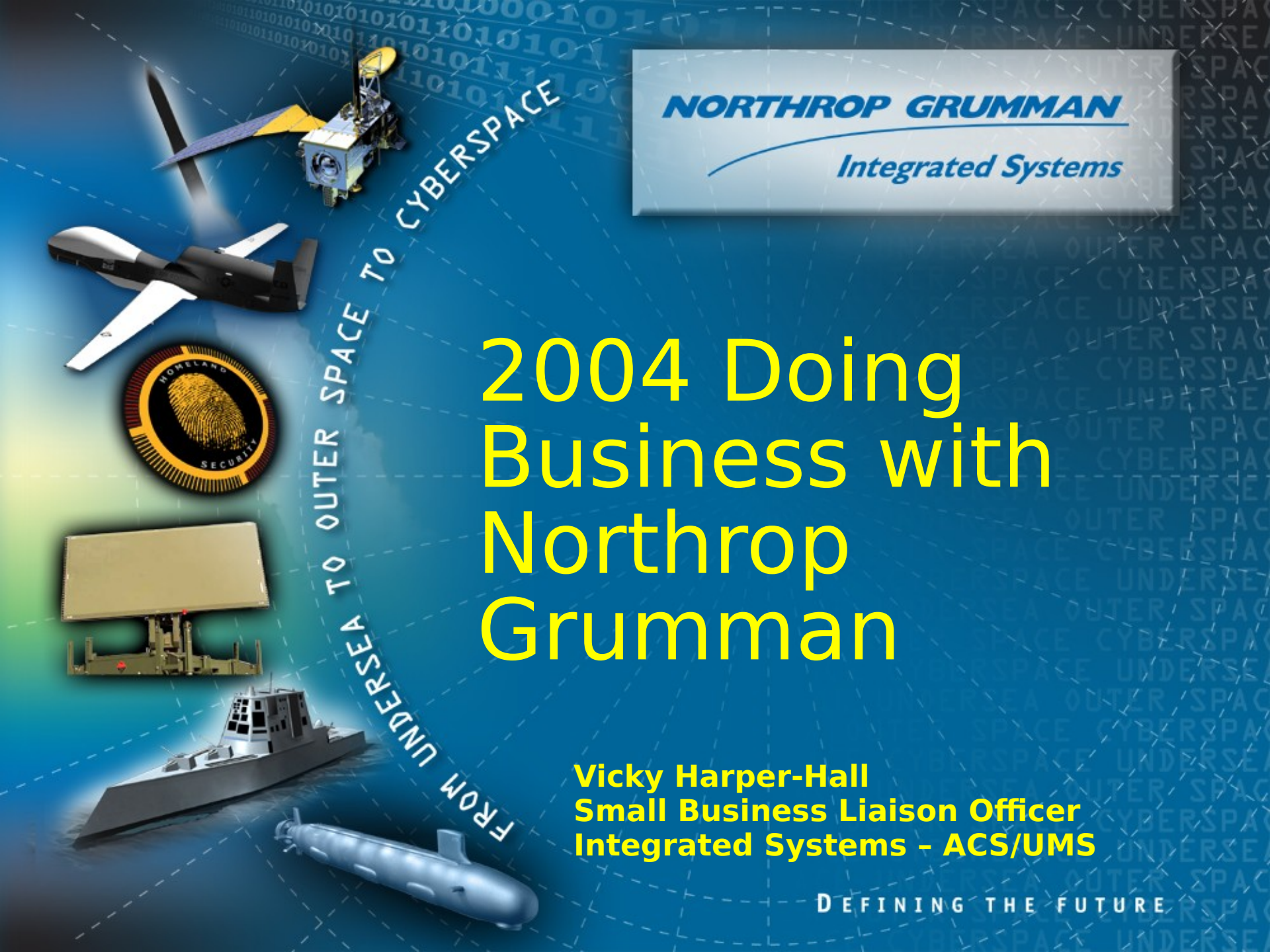
New Town, ND
- Wire Hareness
- Depot Repair

Composites Center Support

Hill AFB
Ogden, UT
- Composites
  - Manufactur
  - Repair

System Support Partnership

Whiteman AFB
Knobnoster, MO
- Support Services
- Modifications
- Training



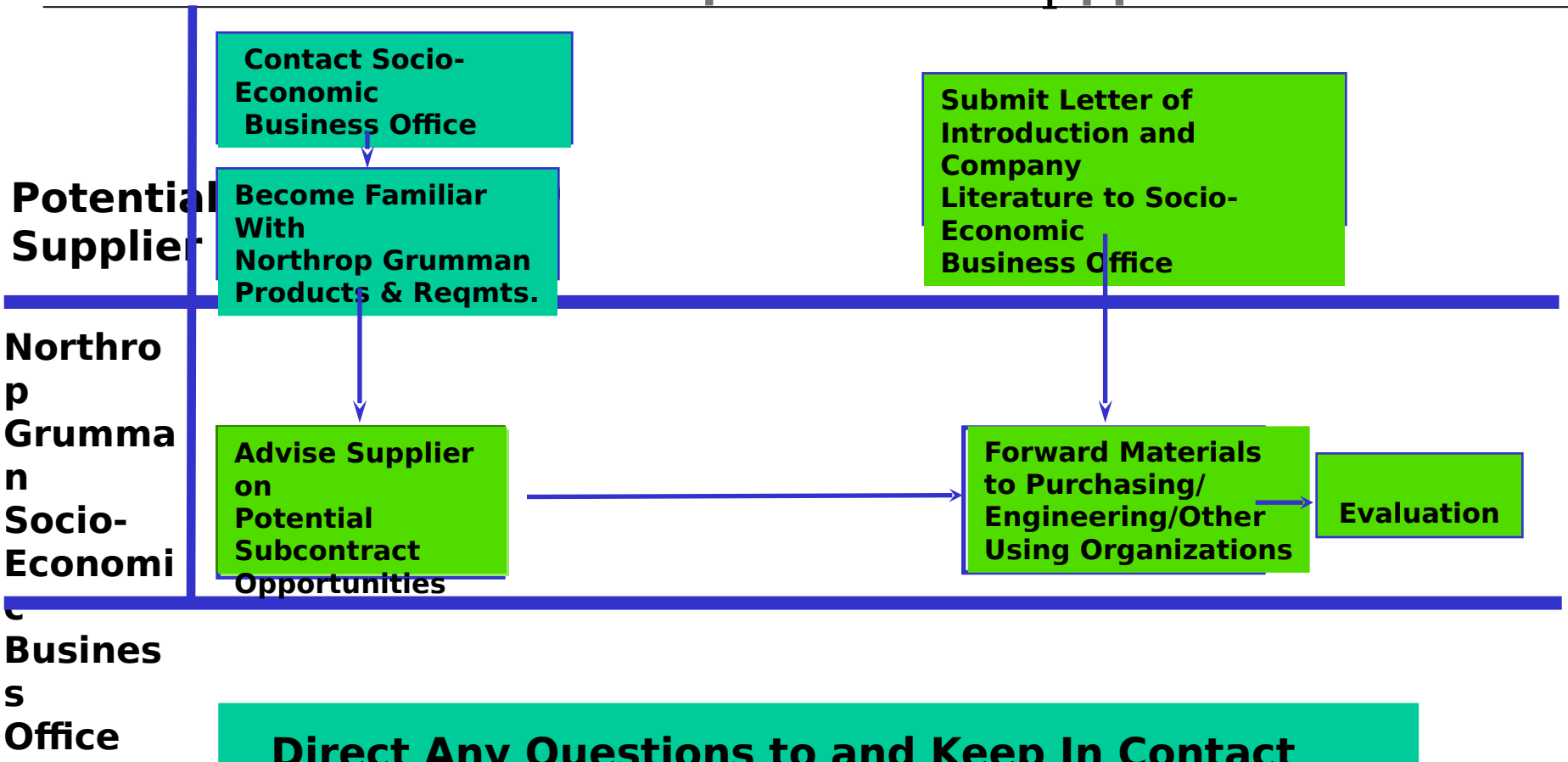
2004 Doing Business with Northrop Grumman

Vicky Harper-Hall
Small Business Liaison Officer
Integrated Systems – ACS/UMS

DEFINING THE FUTURE

Copyright 2004 Northrop Grumman Corporation
Copyright 2004 Northrop Grumman Corporation

How to Become a Northrop Grumman Supplier


Potential Supplier
Northrop Grumman Socio-Economic Business Office
Contact Socio-Economic Business Office
Become Familiar With Northrop Grumman Products & Reqmts.
Submit Letter of Introduction and Company Literature to Socio-Economic Business Office
Advise Supplier on Potential Subcontract Opportunities
Forward Materials to Purchasing/ Engineering/Other Using Organizations
Evaluation

Direct Any Questions to and Keep In Contact With:
Northrop Grumman Socio-Economic Business Office or Specific Procurement Department

Copyright 2004 Northrop Grumman Corporation

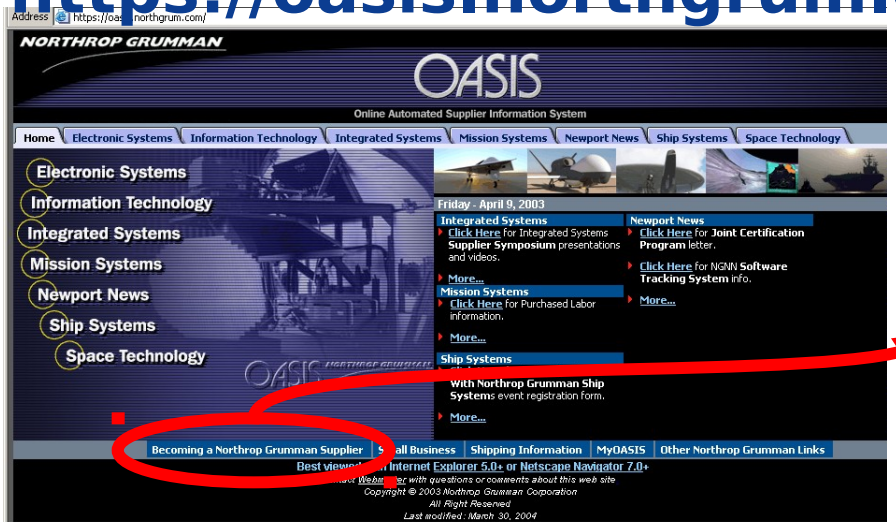
Small Outreach

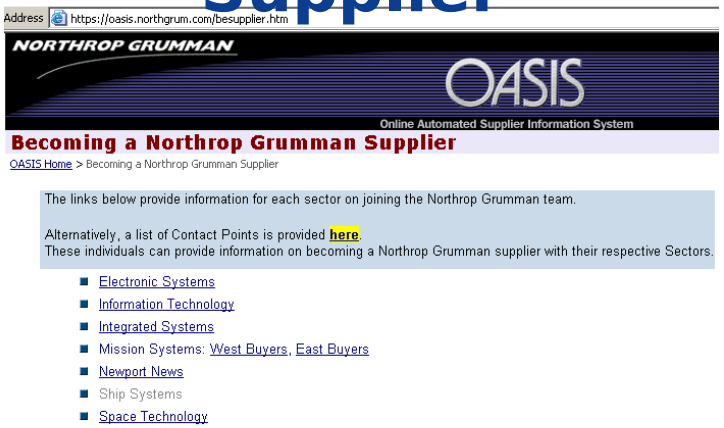
- **Northrop Grumman Holds Commodity Specific Supplier Outreach Conferences**
  - **Host Annual Small Business Marketplace – Carson, CA**
- **Northrop Grumman is A Member of All National and Local Trade Associations**
  - **Asian Business Association**
  - **Black Business Association**
  - **Latin Business Association**
  - **National Center for American Indian Enterprise Development**
  - **National Association of Women Business Owners**
- **Support Small Business Administration and Minority Business Development Association**

Copyright 2004 Northrop Grumman Corporation

Getting Started

https://oasis.northgrum.com/ Becoming a Northrop Grumman Supplier




NORTHROP GRUMMAN
OASIS
Online Automated Supplier Information System
Becoming a Northrop Grumman Supplier
OASIS Home > Becoming a Northrop Grumman Supplier
The links below provide information for each sector on joining the Northrop Grumman team.
Alternatively, a list of Contact Points is provided here.
These individuals can provide information on becoming a Northrop Grumman supplier with their respective Sectors.
Electronic Systems
Information Technology
Integrated Systems
Mission Systems: West Buyers, East Buyers
Newport News
Ship Systems
Space Technology

Ms Vicky Harper-Hall
- Phone: (310) 814-0553
- E-mail:sebp.acs.ums@ngc.com

Ms Krandalyn Richardson
- Phone: (310) 814-0551
- E-mail:sebp.acs.ums@ngc.com

NORTHROP GRUMMAN

DEFINING THE FUTURE